

Message Text

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PAGE 01 TOKYO 07948 310805Z
ACTION EA-09

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P R 310758Z MAY 77
FM AMEMBASSY TOKYO
TO USDOC USTS
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UNCLAS TOKYO 7948

E.O. 11652: N/A
TAGS: ETRD
SUBJECT: 1977 POW WOW ATTENDANCE

SUMMARY: JUSTIFICATION FOR TWO ESCORTS AT 1977 POW WOW.
END SUMMARY.

JW-7-481 RE WALL-7-233-MFO. ALTHOUGH SCHMITZ NOW IN AUSTRALIA AND UAVAILABLE FOR CONSULTATION, WE HASTEN TO DESPATCH VIEWS OF OTHER USTS/TOKYO STAFF WHO FEEL THAT TWO ESCORTS FROM POST ARE MANDATORY AT ST LOUIS POW WOW FOR FOLLOWING REASONS:

1. THERE WILL BE A DELGATION OF SOME 40-45 JAPANESE AT PW WOW, LARGEST EVER FROM THIS COUNTRY. WHILE THE JAPANESE DELEGATION TEND TO STICK CLOSE TOGETHER, THEY DEPEND ON USTS/TOKYO ESCORT ASSISTANCE IN PROGRAMMING THEIR ACTIVITIES AS OFFICIAL GUESTS AT A U.S. GOVERNMENT SPONSORED FUNCTION.
2. IN ADDITION TO WHOLESALERS AND AGENTS, THERE WILL BE SEVERAL VISIT USA COMMITTEE MEMBERS ATTENDING POW WOW. AS FRIENDLY COMPETITORS IN THIS MARKET, THEY DEPEND ON USTS TO ACT AS COORDINATOR AND LIAISON FOR JAPANESE GROUP ACTIVITIES IN ORDER TO ASSURE FAIR TREATMENT FOR ALL ORGANIZATIONS REPRESENTED. IN PAST WHEN USTS/TOKYO ESCORT WAS NOT AVAILABLE FOR CONSULTATION, THERE WERE OCCASIONS WHEN JAPANESE AGENT GROUP GOT WHISKED OFF TO A RECEPTION HOSTED BY A SINGLE COMPANY, AND THIS CAUSED ILL

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WILL AMONG SOME MEMBERS OF THE VISIT USA COMMITTEE. THEY ULTIMATELY BLAMED USTS FOR POOR MANAGEMENT, AND WE MUST AVOID SUCH UNFORTUNATE INCIDENTS IN THE FUTURE.

3. SINCE FIELD OFFICE PERSONNEL ARE OFTEN PROGRAMMED INTO VARIOUS USTS HEADQUARTERS FUNCTIONS SUCH AS PRESS CONFERENCES, OFFICE DIRECTORS MEETINGS, ETC., ONE PERSON CANNOT PHYSICALLY

HANDLE ALL PROGRAMMED ACTIVITIES, KEEP A CLOSE EYE ON AGENT PARTICIPANTS AND VISIT USA COMMITTEE REPRESENTATIVES, AND ACT AS LIAISON BETWEEN U.S. SUPPLIERS AND THE JAPANESE DELEGATION. BASED ON POST-POW WOW REACTION FROM THE TRADE ON THE SALT LAKE CITY POW WOW WHERE WE HAD TWO REPRESENTATIVES AND BOSTON WHERE ONLY ONE WAS ALLOWED, WE FEEL IT MANDATORY THAT TWO PERSONS FROM USTS/TOKYO BE ALLOWED TO ATTEND ST LOUIS POW WOW, PREFERRABLY THE DIRECTOR AND DEPUTY AS WAS THE CASE IN 1976. SHOESMITH

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Subject: 1977 POW WOW ATTENDANCE SUMMARY: JUSTIFICATION FOR TWO ESCORTS AT 1977 POW WOW. END SUMMARY.
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